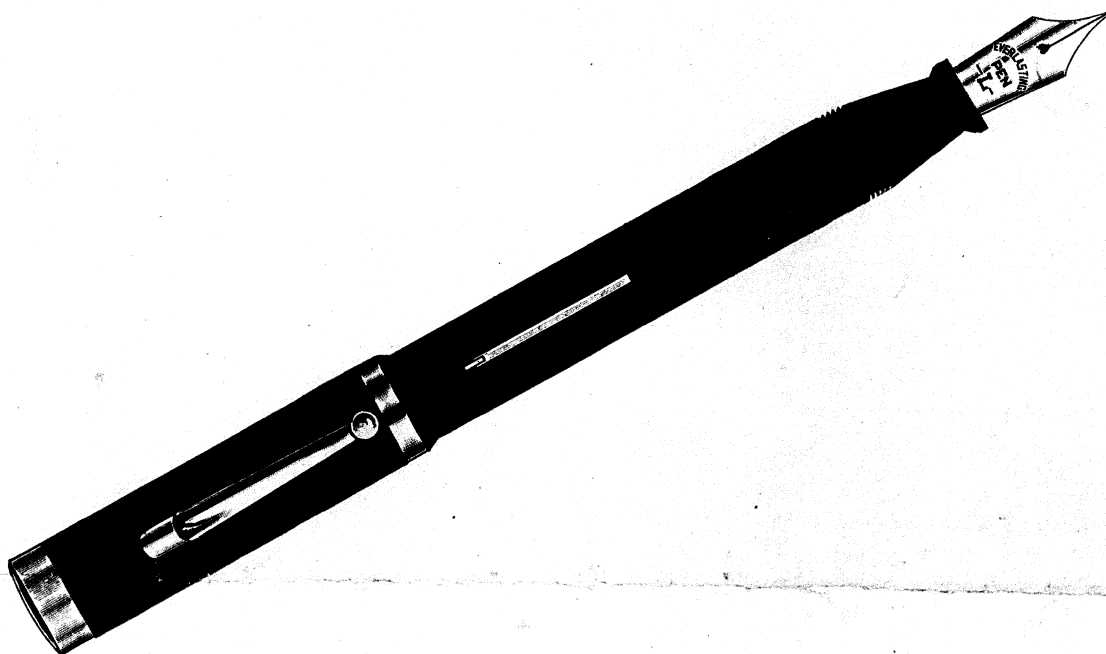


# Monogram

## Fountain Pens

Sold Only at the **Rexall** Drug Store



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WE SHOW TWENTY-ONE MONOGRAM AND EIGHT BELMONT PENS. THERE IS A REASON FOR EACH PEN. STUDY THAT REASON AS GIVEN UNDER EACH PEN.

---

Make satisfied customers by selling pens best fitted to customers' style of writing and best suited for type of work they are to be used for.

REGULAR GOLD PENS come in fine, medium, and stub. Everlasting and Turned Up Gold Pens come in fine and medium points. Regular gold pens are made for general writing but are not to be used for carbon copy work.

FINE POINTS are used for light writing where small lines are desired. If used with heavy hand they are bound to scratch, as the fineness of the point causes the pen to cut into the paper.

MEDIUM POINTS are the most popular and fitted to most hands. They are smooth writers and usually give the best satisfaction.

STUB POINTS are used where a short stub pen is desired and makes a heavy line on the down stroke and a light line on the up stroke. They are also used for backhand writing.

EVERLASTING POINTS are stiff and heavy. They are used for making carbon copies, will write on rough or cheap paper and stand very hard usage. They are also very popular for general writing, having large ball points and are very smooth and easy writers. They are guaranteed to wear forever as no amount of writing can wear down the point. This style of pen cannot be used for shading.

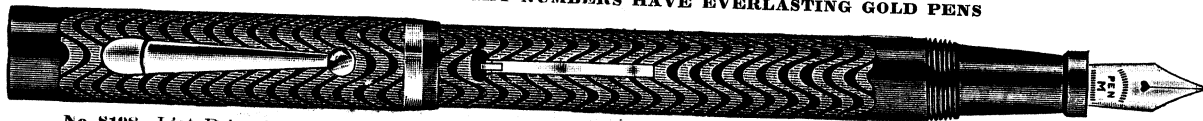
TURNED UP POINTS are favorites among the most critical pen users. They may be held at any angle and still write smoothly. They should not be used by writers who bear down heavy while writing as this style pen is flexible, and is intended for light writers of the flourishing type who like to shade their work.

FIT THE PEN TO THE CUSTOMER AND NOT TO THE PRICE.

# THE Monogram PEN

Sold Only at the **Rexall** Drug Store

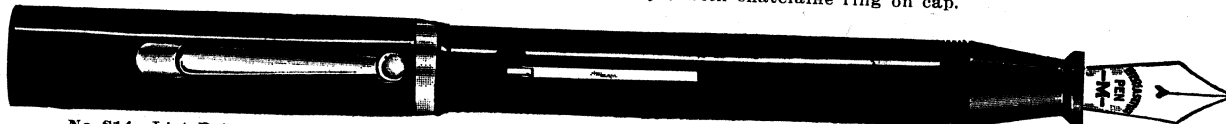
THE FOLLOWING EIGHT NUMBERS HAVE EVERLASTING GOLD PENS



**No. S198** List Price \$3.75. Cost to the Dealer \$1.90. Comes Fine and Medium. This pen is designed for users wanting a pen with the same action as our Everlasting Pens at a lower price. The gold pen is the regular Everlasting style only in small size. The holder is strongly made with large ink capacity. The cap is reinforced with a 14K gold filled band. The clip and lever are 14K gold filled. For description of gold pen see Everlasting Pens on front page.



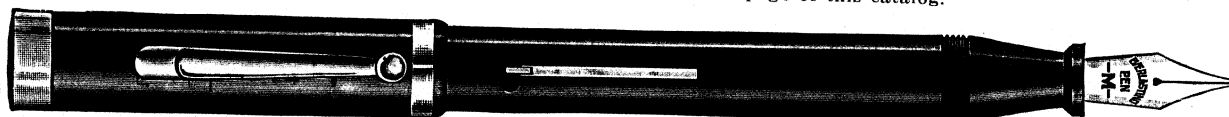
**No. S214** List Price \$3.75. Cost to the Dealer \$1.90. Comes Fine and Medium. This pen is the same as S198 described above except in short style with chatelaine ring on cap.



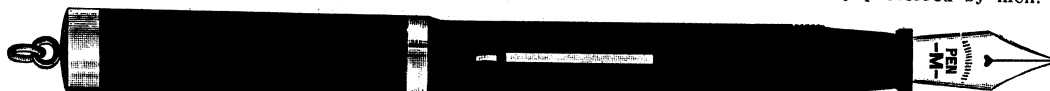
**No. S14** List Price \$5.00 Cost to the Dealer \$2.50. Comes Fine and Medium. This pen is designed for users wanting a red holder with large ink capacity. The cap is reinforced with a 14K gold filled band, making this number a very attractive pen. The clip and lever are 14K gold filled. The gold pen is our Everlasting No. 4 size. For description of gold pen see Everlasting Pens on front page.



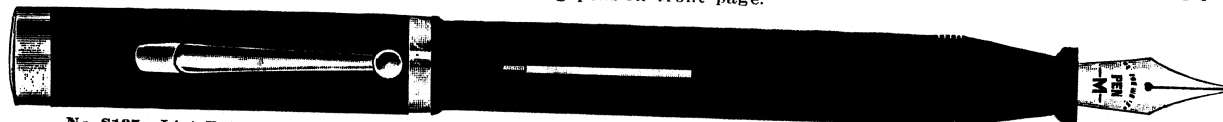
**No. S2** List Price \$5.00. Cost to the Dealer \$2.50. Comes Fine and Medium. This pen is short style with 14K gold filled lever and pocket clip attached. It has a 14K gold filled band on open end of cap. It is a large size barrel and both cap and barrel are tipped with bakelite. The holder is plain black highly polished. The gold pen is our Everlasting No. 4 size, described on front page of this catalog.



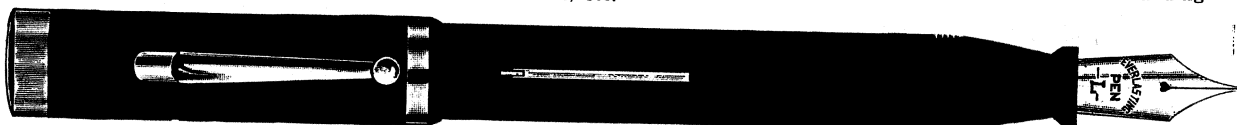
**No. S113** List Price \$5.00. Cost to the Dealer \$2.50. Comes Fine and Medium. This pen is the same as S2 described above except in regular long length. Usually preferred by men.



**No. S133** List Price \$5.00. Cost to the Dealer \$2.50. Comes Fine and Medium. This pen is designed for ladies desiring the Everlasting gold pen. Holder made of mottled red and black rubber with a 14K gold filled crown top and lever, also 14K gold filled band on cap. It is in the short style and has our No. 4 size Everlasting gold pen. For description see Everlasting pens on front page.



**No. S135** List Price \$6.00. Cost to the Dealer \$3.00. Comes Fine and Medium. This pen is long style large holder made of mottled red and black rubber with 14K gold filled lever and clip attached. The open end of the cap is encircled with a 14K gold filled band. Both ends of cap and barrel are tipped with Bakelite. The gold pen is our Everlasting No. 4 size, described on front page of this catalog. A beautiful pen capable of standing hard use and particularly adapted to salesmen, doctors, etc.



**No. S1** List Price \$7.00. Cost to the Dealer \$3.65. Comes Fine and Medium. This pen is the same as our S135 except it has an extra large holder and an extra large size Everlasting gold pen. This without question is the peer of all fountain pens. For description of Everlasting Pens see front page. A beautiful pen capable of standing hard use and particularly adapted to salesmen, doctors, etc.

## UNITED DRUG CO.

BOSTON

ST. LOUIS

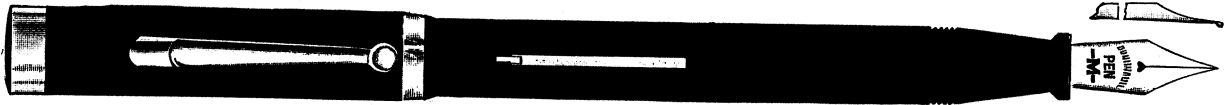
CHICAGO

SAN FRANCISCO

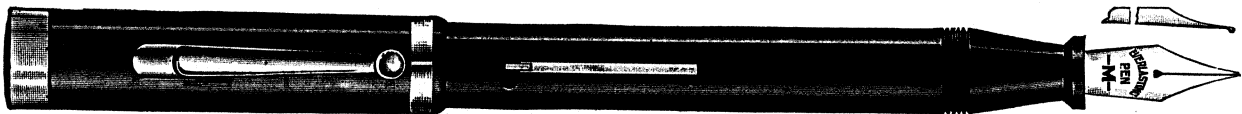
# THE Monogram PEN

Sold Only at the **Rexall** Drug Store

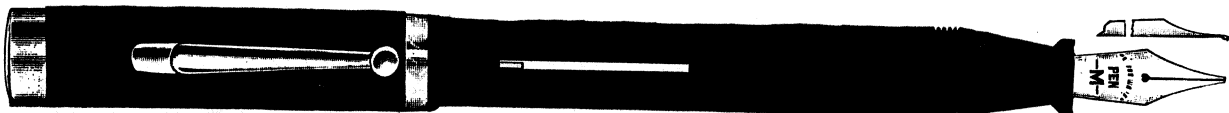
THE FOLLOWING THREE NUMBERS HAVE TURNED UP GOLD PENS



**No. S225** List Price \$5.00. Cost to the Dealer \$2.50. Comes Fine and Medium.  
This number has a long slender holder and is used by both ladies and gentlemen. The holder is made of mottled red and black rubber with 14K gold filled lever and clip attached. The open end of the cap is encircled with a 14K gold filled band and both ends of cap and barrel are tipped with Bakelite. The gold pen is our Turned Up style. For description of our S135.



**No. S227** List Price \$5.00. Cost to the Dealer \$2.50. Comes Fine and Medium.  
This number has a large plain black highly polished holder with 14K gold filled lever and clip attached. Open end of cap is encircled with 14K gold filled band. The ends of both cap and barrel are tipped with Bakelite. The gold pen is our Turned Up style. For description see Turned Up gold pens on front page. An easy writing pen that is desired by students or anyone with a lot of writing to do.



**No. S229** List Price \$6.00. Cost to the Dealer \$3.00. Comes Fine and Medium.  
This number has a mottled red and black holder with 14K gold filled lever and clip attached. The open end of the cap is encircled with a 14K gold filled band. Both ends of cap and barrel are tipped with Bakelite. The gold pen is our large size Turned Up style. For description see Turned Up gold pens on front page. This pen will satisfy the most critical pen user. Because of its turned up flexible point, it does not cause fatigue in writing.



**No. S55** List Price \$3.50. Cost to the Dealer \$1.75. Comes Fine, Medium and Stub.  
This number designed for ladies or gents desiring to attach a chain or ribbon. It is made in the short style with 14K gold filled crown top and lever. The gold pen is our regular No. 2 size made for general writing. Should not be used for carbon copy work. For description of gold pen see regular gold pens on front page.



**No. S131** List Price \$4.00. Cost to the Dealer \$2.00. Comes Fine, Medium and Stub.  
This number designed for ladies or gents. Holder is in the long style with 14K gold lever and clip attached. The open end of the cap is encircled with a wide 14K gold filled band. The gold pen is our regular No. 2 size made for general writing. Should not be used for carbon copy work. For description see regular gold pens on front page. Intended for ordinary work and for those who do not care for a large gold pen.



**No. S3** List Price \$3.75. Cost to the Dealer \$1.88. Comes Fine, Medium and Stub.  
This pen designed for ladies or gents wanting a neat and attractive pen. It is a favorite for party favors. The holder is plain black highly polished. The ends of both cap and barrel are tipped with Bakelite. The open end of the cap has a 14K gold filled band. Both lever and clip are 14K gold filled. The gold pen is our regular No. 2 size made for general writing but should not be used for carbon copy work. For description see our regular gold pens described on front page.

## UNITED DRUG CO.

BOSTON

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CHICAGO

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# BELMONT PENS

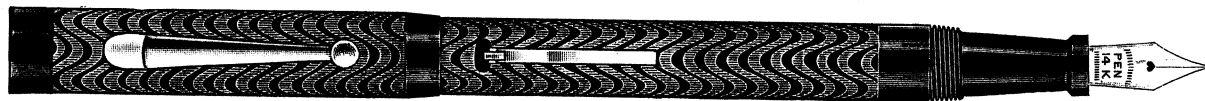
Sold Only at the **Rexall** Drug Store

Belmont Pens are made to supply the demand for lower priced pens. They are exceptional values for the prices at which they sell. They are guaranteed as to defects in material and workmanship. But it should be remembered they are not the same high quality as the Monogram line.

Belmont Pens featured as popular priced pens will stimulate your Fountain Pen sales.



**No. S196** List Price \$1.00. Cost to the Dealer 67c. Comes Fine, Medium and Stub.  
Packed one dozen on counter display card.  
This number is short style with ring on cap. Very popular for school girls who do not want to pay more than \$1.00 for a pen. This number will give reasonable service and is made for a dollar leader.



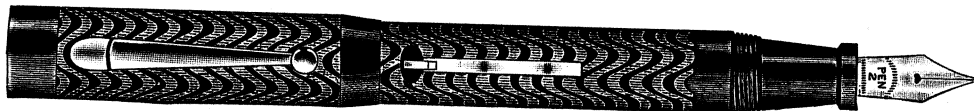
**No. S195** List Price \$1.00. Cost to the Dealer 67c. Comes Fine, Medium and Stub.  
Packed one dozen on counter display card.  
This number is same as S195 except in long style with pocket clip attached.



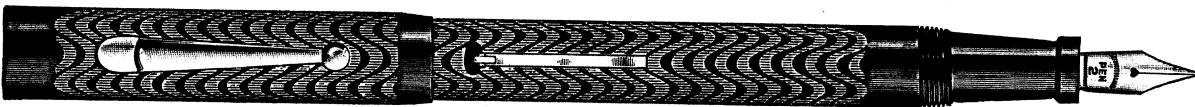
**No. S8** List Price \$1.50. Cost to the Dealer 90c. Comes Fine and Medium.  
This number is short style with ring on cap. Has heavier and larger gold pen than S195 and is made to sell for \$1.50. Will give excellent service for this price pen.



**No. S7** List Price \$1.50. Cost to the Dealer 90c. Comes Fine and Medium.  
This number is same as S8 described above except in long style with pocket clip attached.



**No. S219** List Price \$1.75. Cost to the Dealer \$1.05. Comes Fine, Medium and Stub.  
This number is short style with pocket clip attached. Holder is large size with large ink capacity. The gold pen is extra quality for this price of pen.



**No. S218** List Price \$1.75. Cost to the Dealer \$1.05. Comes Fine, Medium and Stub.  
This number is same as S219 as described above except in long style.



**No. S111** List Price \$2.50. Cost to the Dealer \$1.35. Comes Fine and Medium.  
This number is short style, has 14K gold filled lever and chatelaine crown top. It is designed for school girls desiring to carry the pen on chain or ribbon. The gold pen is extra quality for this price pen.



**No. S5** List Price \$2.00. Cost to the Dealer \$1.20. Comes Fine and Medium.  
This number has a 14K gold filled clip, lever, and band on open end of cap. It was designed for users wanting a gold trimmed holder at a popular price. The gold pen is an extra good quality for this price of pen.

## UNITED DRUG CO.

BOSTON

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SAN FRANCISCO

# THE Monogram PEN

Sold Only at the **Rexall** Drug Store

Monogram Pens are guaranteed to be the highest quality pens it is possible to produce. All Monogram pens have 14K gold filled levers and clips or chatelaine rings. The following illustrations are actual size and show the latest changes and new-numbers. Our everlasting Gold Pens have all the merits claimed for the most widely advertised pens. Our turned up gold pens are distinctively different and will suit your most critical customers. All Monogram Pens are tipped with the best iridium obtainable.



**No. S11** List Price \$2.75. Cost to the Dealer \$1.40. Comes Fine, Medium and Stub. Made for ladies, gents, or children who do not care to pay over \$2.75. It is the lowest priced number in high grade pens. The gold pen is standard No. 2 size and is fairly flexible. It is made for general writing and should not be used for carbon copy work. The clip and lever are 14K gold filled.



**No. S31** List Price \$2.75. Cost to the Dealer \$1.40. Comes Fine, Medium and Stub. This pen is the same as S11 described above except in short length ladies style with chatelaine ring on cap. The chatelaine ring and lever are 14K gold filled.



**No. S197** List Price \$3.00. Cost to the Dealer \$1.53. Comes Fine, Medium and Stub. Made for ladies or gents desiring larger ink capacity than is found in the usual pen under \$3.00. The holder is strongly made. The gold pen is standard No. 2 size and is fairly flexible. It is made for general writing and should not be used for carbon copy work. The clip and lever are 14K gold filled.



**No. S4** List Price \$3.25. Cost to the Dealer \$1.63. Comes Fine, Medium and Stub. Made for ladies or gents desiring a short holder with an attached clip. The cap is reinforced with a 14K gold filled band. The gold pen is standard No. 2 size and is fairly flexible. It is made for general writing and not to be used for carbon copy work. The clip and lever are 14K gold filled.



**No. S13** List Price \$3.25. Cost to the Dealer \$1.65. Comes Fine, Medium and Stub. Made for ladies or gents desiring a small diameter holder with a fairly large gold pen. The gold pen is standard No. 3 size made for general writing and is fairly flexible. Should not be used for carbon copy work. Clip and lever are 14K gold filled.



**No. S235** List Price \$4.25. Cost to the Dealer \$2.13. Comes Fine, Medium and Stub. Made for ladies or gents desiring large ink capacity and large gold pen. The holder is strongly built. The gold pen is an extra large No. 4 size. Is made for general writing and should not be used for carbon copy work. The clip and lever are 14K gold filled.



**No. S19** List Price \$4.50. Cost to the Dealer \$2.25. Comes Fine, Medium and Stub. This pen designed for users wanting an extra large ink capacity. The holder is very strongly built. The gold pen is an extra large No. 4 fairly flexible, made for general writing but should not be used for carbon copy work. The clip and lever are 14K gold filled.

## UNITED DRUG CO.

BOSTON

ST. LOUIS

CHICAGO

SAN FRANCISCO

# MONOGRAM ASSORTMENTS and SHOWCASES

Assortments do not include display cases. If cases are wanted we will supply them as listed under each case.

Assortment No. 2—2 Dozen		
	Dealer's Price	List Price
2 No. 195.....	\$0.67	@ \$1.00
1 No. 196.....	.67	@ 1.00
2 No. 7.....	.90	@ 1.50
1 No. 8.....	.90	@ 1.50
1 No. 111.....	1.35	@ 2.50
1 No. 218.....	1.05	@ 1.75
1 No. 219.....	1.05	@ 1.75
1 No. 214.....	1.90	@ 3.75
2 No. 198.....	1.90	@ 3.75
1 No. 113.....	2.50	@ 5.00
1 No. 229.....	3.00	@ 6.00
1 No. 227.....	2.50	@ 5.00
1 No. 225.....	2.50	@ 5.00
3 No. 11.....	1.40	@ 2.75
2 No. 31.....	1.40	@ 2.75
1 No. 14.....	2.50	@ 5.00
1 No. 1.....	3.65	@ 7.00
1 No. 3.....	1.88	@ 3.75
24 Total List Price.....	\$ 75.25	
Cost to you.....	39.39	

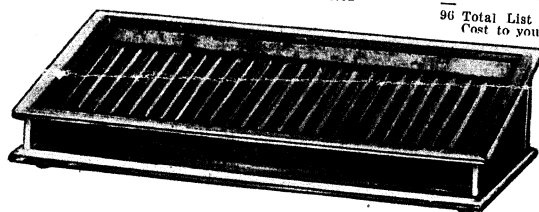
Assortment No. 6—6 Dozen		
	Dealer's Price	List Price
6 No. 195.....	\$0.67	@ \$1.00
4 No. 196.....	.67	@ 1.00
4 No. 7.....	.90	@ 1.50
3 No. 8.....	.90	@ 1.50
2 No. 111.....	1.35	@ 2.50
2 No. 218.....	1.05	@ 1.75
2 No. 219.....	1.05	@ 1.75
2 No. 5.....	1.90	@ 3.75
2 No. 198.....	1.90	@ 3.75
2 No. 113.....	2.50	@ 5.00
2 No. 135.....	3.00	@ 6.00
2 No. 133.....	2.50	@ 5.00
2 No. 225.....	2.50	@ 5.00
2 No. 227.....	2.50	@ 5.00
2 No. 229.....	2.50	@ 5.00
6 No. 11.....	1.40	@ 2.75
3 No. 31.....	1.40	@ 2.75
2 No. 197.....	1.53	@ 3.00
2 No. 13.....	1.75	@ 3.50
2 No. 235.....	1.85	@ 3.75
2 No. 19.....	2.25	@ 4.50
2 No. 14.....	3.65	@ 7.00
2 No. 3.....	2.50	@ 5.00
2 No. 2.....	3.75	@ 7.50
13 No. 4.....	2.50	@ 5.00
72 Total List Price.....	\$230.00	
Cost to you.....	120.02	

Assortment No. 3—3 Dozen		
	Dealer's Price	List Price
2 No. 195.....	\$0.67	@ \$1.00
2 No. 196.....	.67	@ 1.00
2 No. 7.....	.90	@ 1.50
2 No. 8.....	.90	@ 1.50
1 No. 111.....	1.35	@ 2.50
2 No. 218.....	1.05	@ 1.75
1 No. 214.....	1.05	@ 1.75
2 No. 198.....	1.90	@ 3.75
2 No. 113.....	2.50	@ 5.00
1 No. 135.....	3.00	@ 6.00
2 No. 227.....	2.50	@ 5.00
2 No. 225.....	2.50	@ 5.00
1 No. 229.....	3.00	@ 6.00
1 No. 135.....	3.00	@ 6.00
4 No. 11.....	1.75	@ 3.50
3 No. 31.....	1.40	@ 2.75
1 No. 1.....	3.65	@ 7.00
1 No. 3.....	1.88	@ 3.75
1 No. 14.....	2.50	@ 5.00
36 Total List Price.....	\$120.50	
Cost to you.....	62.56	

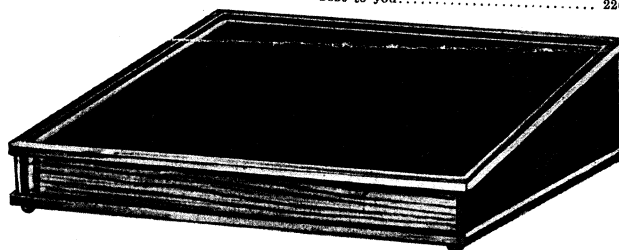
Assortment No. 8—8 Dozen		
	Dealer's Price	List Price
9 No. 185.....	\$0.67	@ \$1.00
4 No. 196.....	.67	@ 1.00
6 No. 7.....	.90	@ 1.50
3 No. 8.....	.90	@ 1.50
2 No. 111.....	1.35	@ 2.50
3 No. 218.....	1.05	@ 1.75
2 No. 219.....	1.05	@ 1.75
2 No. 5.....	1.20	@ 2.00
3 No. 198.....	1.90	@ 3.75
3 No. 113.....	1.90	@ 3.75
3 No. 135.....	2.50	@ 5.00
2 No. 133.....	3.00	@ 6.00
3 No. 225.....	2.50	@ 5.00
2 No. 227.....	2.50	@ 5.00
3 No. 229.....	2.50	@ 5.00
12 No. 11.....	1.40	@ 2.75
5 No. 31.....	1.40	@ 2.75
3 No. 197.....	1.53	@ 3.00
2 No. 55.....	1.75	@ 3.50
2 No. 13.....	1.75	@ 3.50
2 No. 235.....	1.85	@ 3.75
2 No. 19.....	2.25	@ 4.50
3 No. 14.....	3.65	@ 7.00
3 No. 3.....	2.50	@ 5.00
3 No. 2.....	3.75	@ 7.50
3 No. 4.....	1.63	@ 3.25
96 Total List Price.....	\$310.25	
Cost to you.....	161.39	

Assortment No. 4—4 Dozen		
	Dealer's Price	List Price
3 No. 195.....	\$0.67	@ \$1.00
3 No. 196.....	.67	@ 1.00
3 No. 7.....	.90	@ 1.50
3 No. 8.....	.90	@ 1.50
2 No. 111.....	1.35	@ 2.50
2 No. 218.....	1.05	@ 1.75
2 No. 198.....	1.90	@ 3.75
2 No. 214.....	1.90	@ 3.75
1 No. 133.....	2.50	@ 5.00
2 No. 135.....	3.00	@ 6.00
2 No. 227.....	2.50	@ 5.00
3 No. 225.....	2.50	@ 5.00
2 No. 229.....	3.00	@ 6.00
6 No. 11.....	1.40	@ 2.75
2 No. 31.....	1.40	@ 2.75
1 No. 55.....	1.53	@ 3.00
2 No. 1.....	1.75	@ 3.50
2 No. 3.....	3.65	@ 7.00
2 No. 14.....	1.88	@ 3.75
2 No. 3.....	2.50	@ 5.00
48 Total List Price.....	\$157.25	
Cost to you.....	81.79	

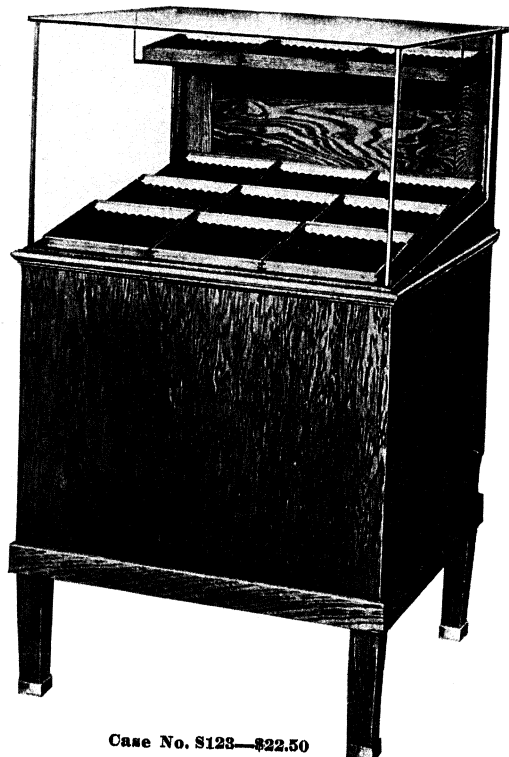
Assortment No. 12—12 Dozen		
	Dealer's Price	List Price
12 No. 195.....	\$0.67	@ \$1.00
9 No. 196.....	.67	@ 1.00
10 No. 7.....	.90	@ 1.50
8 No. 8.....	.90	@ 1.50
4 No. 111.....	1.35	@ 2.50
6 No. 218.....	1.05	@ 1.75
3 No. 219.....	1.05	@ 1.75
3 No. 5.....	1.20	@ 2.00
4 No. 198.....	1.90	@ 3.75
4 No. 214.....	1.90	@ 3.75
4 No. 113.....	2.50	@ 5.00
3 No. 135.....	3.00	@ 6.00
3 No. 133.....	2.50	@ 5.00
4 No. 225.....	2.50	@ 5.00
4 No. 227.....	2.50	@ 5.00
3 No. 229.....	3.00	@ 6.00
18 No. 11.....	1.40	@ 2.75
9 No. 31.....	1.40	@ 2.75
4 No. 197.....	1.53	@ 3.00
3 No. 55.....	1.75	@ 3.50
4 No. 13.....	1.75	@ 3.50
4 No. 235.....	1.85	@ 3.75
4 No. 19.....	2.25	@ 4.50
3 No. 14.....	3.65	@ 7.00
3 No. 3.....	2.50	@ 5.00
3 No. 2.....	3.75	@ 7.50
3 No. 4.....	1.63	@ 3.25
144 Total List Price.....	\$433.00	
Cost to you.....	226.94	



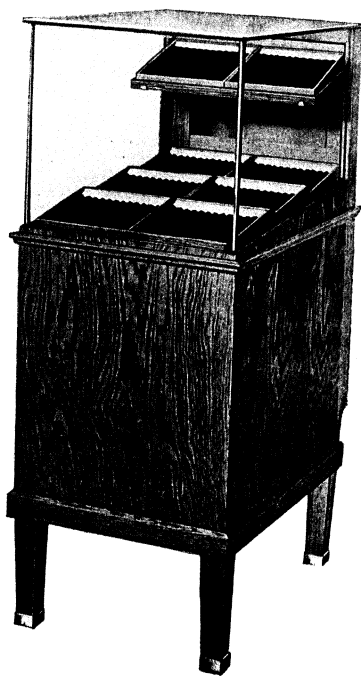
Case No. S105 \$2.45. Holds 24 Pens  
Case No. S115 \$4.00. Holds 36 Pens



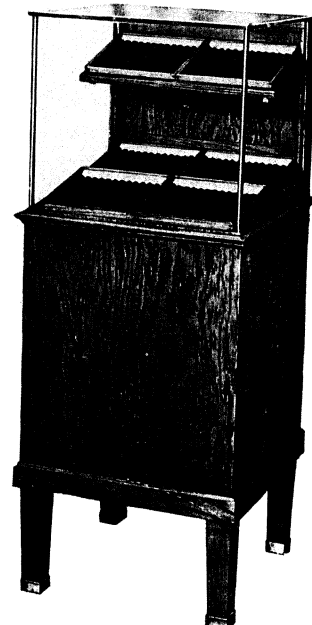
Case No. S107—\$5.20



Case No. S123—\$22.50



Case No. S121—\$16.00



Case No. S118—\$14.00

# The United Drug Co. has established a Monogram and Belmont Fountain Pen Service Station at Grand Haven, Mich., in order to render quick service on Repair Work

THE MONOGRAM SERVICE STATION, GRAND HAVEN, MICHIGAN, is maintained for the convenience of REXALL DEALERS. The Service Station will repair all makes of fountain pens (with the exception of Signet Pens or Pencils which should be sent to the Signet Service Station, Cambridge, Mass.).

54 Washburn St.

The prices charged for repairing pens other than those of our own manufacture, will be governed by

the manufacturer's regular repair price less 33 1/3% discount.

The following repair price list, less 33 1/3% discount, will give you the price charged for repairs on Monogram and Belmont Pens.

It is often cheaper to buy a new BELMONT Pen than to have an old one repaired, as the labor cost of handling single repairs is often greater than the cost of manufacturing BELMONT Pens.

## MONOGRAM REPAIR PRICE LIST

Code No.	Size of Gold Pen	Gold Pen	Allowance on Old Pen	Caps with Nickel Clips	Caps with Gold Clips or Bands	Bbbs. with Nickel Lever	Bbbs. with Gold Lever	Feed	Feed Sect.
11	No. 2	\$1.25	\$0.20	\$0.50	\$0.75	\$0.75	\$0.85	\$0.25	\$0.40
31	2	1.25	.20	.50	.75	.75	.85	.25	.40
197	2	1.25	.20	.50	.75	.90	1.00	.25	.50
13	3	1.40	.30	.50	.75	.75	.85	.25	.40
235	4	1.60	.35	.50	.75	.90	1.00	.35	.50
19	4	1.60	.35	.60	.85	1.00	1.10	.35	.50
55	2	1.25	.20	....	.75	....	.85	.25	.40
131	2	1.25	.20	....	1.00	....	.85	.25	.40
113	4 Everlasting	2.20	.50	....	1.25	....	1.25	.40	.50
135	4 "	2.20	.50	....	1.40	....	1.40	.40	.60
133	4 "	2.20	.50	....	1.00	....	1.00	.40	.50
198	2 "	1.50	.20	....	1.00	....	1.00	.40	.50
214	2 "	1.50	.20	....	1.00	....	.85	.40	.50
227	3 Turned Up	2.00	.40	....	1.25	....	1.25	.40	.50
225	3 " "	2.00	.40	....	1.25	....	1.25	.40	.50
229	4 " "	2.50	.50	....	1.40	....	1.40	.40	.60
2	4 Everlasting	2.20	.50	....	1.25	....	1.25	.40	.50
14	4 "	2.20	.50	....	1.25	....	1.25	.40	.50
4	2	1.25	.20	....	1.00	....	1.00	.40	.40
3	2	1.25	.20	....	1.15	....	1.15	.40	.40
1	8 Everlasting	3.00	.60	....	1.50	....	1.50	.50	.60

14K Gold Filled Clips.....	\$0.50	Straightening Nibs .....	\$0.50
Nickel Clips or Chatelaine Rings.....	.25	Cleaning and Adjusting.....	.50
Repointing Pens (seldom satisfactory, not guaranteed) .....	.50	Bakelite Buttons, each.....	.35
		Sac .....	.15

## BELMONT REPAIR PRICE LIST

Code No.	Gold Pen	Allowance on Old Pen	Caps with Nickel Clips	Barrels	Feeds	Feed Sect.	Sac
195	\$0.70	None	\$0.45	\$0.65	\$0.25	\$0.30	\$0.15
196	.70	None	.45	.65	.25	.30	.15
218	.90	None	.50	.75	.25	.30	.15
219	.90	None	.50	.75	.25	.30	.15
111	.90	None	.75	.85	.25	.30	.15
7	.80	None	.45	.65	.25	.30	.15
8	.80	None	.45	.65	.25	.30	.15
5	.80	None	.90	.85	.25	.30	.15

Straightening Nibs (these pens cannot be repointed)....	\$0.50	Nickel Clips or Chatelaine Rings.....	\$0.25
Cleaning and Adjusting.....	.50	Colored Buttons, each.....	.25

PLEASE NOTE: When pens sent us for repair are in need of a general cleaning and adjusting in addition to repair work needed, we will thoroughly clean and adjust the pen if in our judgment it is advisable to do so for the good of the pen. For this service we will charge 25c (subject to 33 1/3% discount).

Should pens sent us need cleaning and adjusting only, our charge for this service is 50c less 33 1/3% discount.

There is a minimum handling charge on each pen sent in for repair of 25c net. This ruling, of course, does not apply to defective pens which are repaired no charge.

The Service Station is anxious to give the best possible service. To do so we must have your cooperation. With each and every pen sent in for repair, please write a note stating the trouble and what you want done and wrap said note around the pen. Empty



ink from barrel and pack pens securely. When a part is wanted such as a cap or barrel, send us the other part in order that we may properly fit the part wanted.

#### FREE SERVICE

Every Monogram and Belmont Pen is guaranteed to please the user and whenever the user is not satisfied and you will mail the pen to the Monogram Service Station, Grand Haven, Michigan, we will repair or exchange it for a new pen without charge PROVIDING A LETTER ACCOMPANIES THE PEN STATING JUST WHY THE PEN DOES NOT GIVE SATISFACTION. To avoid mistakes it is always best to wrap the letter around the pen to be repaired or exchanged.

A pen which is not satisfactory to the user is not always a defective pen. It may be the point is not adapted to the user's hand or style of writing. Therefore, it is absolutely necessary we have the information as to what the trouble is in order to guide us in making the exchange or adjustment.

In making this broad guarantee we do so knowing no stockholder will expect us to repair or replace any pen without charge which has been broken by being dropped or misused in other ways. We, therefore, ask that in all cases where you find it necessary to return to us pens for repair or exchange which are defective, you will please state that you wish same repaired or replaced WITHOUT CHARGE and we will be glad to be guided by your decision which we know will be made in all fairness.

When a pen becomes clogged or dirty due to neglect or on account of poor ink having been used in same, the pen will not give satisfaction until cleaned. This condition should not be considered a defect of the pen and it is customary for us to make the regular cleaning charge in cases of this kind. Customers rarely object to this charge if it is explained to them that the trouble with their pen is caused by their having used poor or dirty ink, but even this service will be given, no

charge, if necessary to satisfy your customer, and we have your instructions to make it, no charge.

The Service Station is not a profit bearer as far as cash returns are concerned and, therefore, we ask your co-operation in giving free service to your customers only when they are justified in receiving same or when it is necessary to satisfy an unreasonable customer.

Our Everlasting Gold Pens are guaranteed to last a lifetime as far as the user being able to wear them out by writing, THEY ARE NOT GUARANTEED AGAINST ACCIDENTS SUCH AS DROPPING, ETC.

The Monogram Service Station will relabel, clean, and polish your stock of Monogram and Belmont Pens without charge at any time you deem it advisable.

Where Monogram or Belmont Pens have become discolored or unsalable from age, we will supply new holders with nickel clips and levers at 30c each net, for holders with gold filled clips and levers at 35c each net, for fancy holders—write for quotation. This is only part of the cost to us but we want all Monogram and Belmont Pens in salable shape and will gladly stand part of the cost of reconditioning. This proposition applies to Monogram and Belmont Pens only. If new holders are wanted for other pens, the regular repair charges will apply.

The Monogram Service Station is trying to give the best possible service without charge on defective pens or at a minimum charge where charges are justified. We realize that although we are trying our best to please, there are times when we may fail as from your own experience you probably know there is no Service Station that can please everyone at all times but in cases where you are dissatisfied or have any complaint to make, the Service Station will be only too glad to receive your criticisms or complaints and if we are at fault, we will gladly make any adjustment necessary to please you as this is the one aim we have in operating this station.

## UNITED DRUG CO.

STATIONERY DEPT.

BOSTON, MASS.

BE SURE TO SEND ALL PENS FOR REPAIR TO THE  
**THE MONOGRAM SERVICE STATION**  
GRAND HAVEN, MICHIGAN